



## Vehicle Sales BMW of North America, LLC, June 2018

|                                        | Jun<br>2018   | Jun<br>2017   | %            | YTD Jun 2018   | YTD Jun 2017   | %           |
|----------------------------------------|---------------|---------------|--------------|----------------|----------------|-------------|
| i3                                     | 580           | 567           | 2.3%         | 3,504          | 2,992          | 17.1%       |
| i8                                     | 45            | 22            | 105.0%       | 284            | 220            | 29.1%       |
| 2 Series                               | 930           | 1,242         | -25.1%       | 5,399          | 5,315          | 1.6%        |
| 3 Series                               | 3,551         | 5,123         | -30.7%       | 24,180         | 27,707         | -12.7%      |
| 4 Series                               | 3,409         | 4,494         | -24.1%       | 15,758         | 20,351         | -22.6%      |
| 5 Series                               | 4,311         | 4,068         | 6.0%         | 21,168         | 17,499         | 21.0%       |
| 6 Series                               | 363           | 246           | 47.6%        | 2,117          | 1,479          | 43.1%       |
| 7 Series                               | 742           | 634           | 17.0%        | 4,120          | 4,255          | -3.2%       |
|                                        |               |               | -            |                |                |             |
| Z4                                     | 0             | 12            | 100.0%       | 2              | 481            | -99.6%      |
| X1                                     | 3,024         | 3,221         | -6.1%        | 16,251         | 14,879         | 9.2%        |
| X2                                     | 2,150         | 0             | 0.0%         | 5,969          | 0              | 0.0%        |
| <b>BMW passenger cars</b>              | <b>19,105</b> | <b>19,629</b> | <b>-2.7%</b> | <b>98,752</b>  | <b>95,178</b>  | <b>3.8%</b> |
| X3                                     | 5,366         | 3,566         | 50.5%        | 24,750         | 24,350         | 1.6%        |
| X4                                     | 70            | 561           | -87.5%       | 1,786          | 2,146          | -16.8%      |
| X5                                     | 4,355         | 4,589         | -5.1%        | 24,376         | 24,159         | -0.9%       |
| X6                                     | 511           | 617           | -17.2%       | 3,722          | 3,253          | 14.4%       |
| <b>BMW light trucks</b>                | <b>10,302</b> | <b>9,333</b>  | <b>10.4%</b> | <b>54,634</b>  | <b>53,908</b>  | <b>1.3%</b> |
| <b>BMW brand</b>                       | <b>29,407</b> | <b>28,962</b> | <b>1.5%</b>  | <b>153,386</b> | <b>149,086</b> | <b>2.9%</b> |
| Cooper /S Hardtop 2 Door               | 962           | 1,013         | -5.0%        | 4,861          | 5,448          | -10.8%      |
| Cooper /S Hardtop 4 Door               | 586           | 652           | -10.1%       | 2,972          | 3,766          | -21.1%      |
| Cooper /S Convertible                  | 679           | 582           | 16.7%        | 3,155          | 2,840          | 11.1%       |
| Cooper /S Clubman                      | 446           | 732           | -39.1%       | 2,189          | 3,778          | -42.1%      |
| Coupe                                  | 0             | 0             | 0.0%         | 0              | 0              | 0.0%        |
| Roadster                               | 0             | 0             | 0.0%         | 0              | 0              | 0.0%        |
| Countryman                             | 1,473         | 1,430         | 3.0%         | 9,459          | 6,364          | 48.6%       |
|                                        |               |               | -            |                |                |             |
| Paceman                                | 0             | 1             | 100.0%       | 0              | 9              | 100.0%      |
| <b>MINI brand</b>                      | <b>4,146</b>  | <b>4,410</b>  | <b>-6.0%</b> | <b>22,636</b>  | <b>22,205</b>  | <b>1.9%</b> |
| <b>TOTAL BMW of North America, LLC</b> | <b>33,553</b> | <b>33,372</b> | <b>0.5%</b>  | <b>176,022</b> | <b>171,291</b> | <b>2.8%</b> |